

PART VII

FARM MARKETING AND EXPENDITURES

Transportation Facilities

Situated near the center of the state and traversed by three major railways and two transcontinental highways, Grant County is favorably located for marketing of farm products nationally and within the state. Moses Lake, in the east-central part of the county, is about 110 road miles from Spokane and 175 miles from Seattle.

Among the rail lines, the Great Northern travels east and west through Quincy, Ephrata, and Wilson Creek. The Chicago, Milwaukee, St. Paul and Pacific Railroad runs east and west through the Crab Creek Valley, then swings north through Othello, Warden and Ruff, with a branch line to Moses Lake. The Northern Pacific Railway makes a north-south semi-circle through Hartline, Coulee City, Adrian and Warden. Storage and yard track facilities are maintained in all main communities. Refrigerator car icing facilities are provided at Quincy by the Great Northern.

Major east-west highways crossing the county are Interstate 90 through Moses Lake and United States Highway 2 through the northern end. Connecting state and county roads provide a transportation network covering all major areas of the county. Thirty-four percent of the county's farms in 1959 were located on a hard surface road, and 57 percent were on improved gravel, shell, or shale roads. Several major truck lines operate out of all main communities, offering overnight service to Spokane, Portland, and Seattle.

Marketing Crops

The largest agricultural marketing activity in the county is the handling, packaging, and shipping of field crops, which account for two-thirds of the value of all farm products sold. Marketing wheat and other small grains involves transferring over five million bushels annually from growers to elevators, mills, and feeders.

Facilities within the county for handling and storing grain and dry beans are provided by 14 different companies having a total of 42 warehouses at 18 different locations. The combined storage capacity of these houses added up to more than 9.4 million bushels in 1965.

For those crops that lend themselves to either fresh market or processing, the current trend is for an increasingly larger proportion to go for processing. Although much of the potato crop is shipped by rail and truck to markets in western Washington, Spokane, and the eastern United States, more and more potatoes are going to nearby processing plants. Plants in Moses Lake, Quincy, and Warden now process frozen french fries. A potato dehydration plant is located at Moses Lake and another in Quincy. There is a plant at Moses Lake which manufactures starch from cull potatoes primarily for use in plywood glue.

In addition to potatoes, vegetable cash crops cultivated on a commercial scale include asparagus, beans, carrots, sweet corn, watermelons, dry onions, cabbage, rutabagas, and green peas. Although some crops like dry onions are

marketed nationwide, the bulk go either to fresh markets in Seattle, Portland, and Spokane, or to processing facilities in the Basin. The melon crop, of course, is marketed fresh.

Table 38. Public Grain Warehouses in Grant County Licensed for the Period July 1, 1965 to June 30, 1966

Warehouse Company	Location	Number of Houses	Commodity
Almira Farmers Whse. Co., Ltd.	Highland	1	Wheat
Almira Farmers Whse. Co., Ltd.	Hanson	1	Wheat
Almira Farmers Whse. Co., Ltd.	Hartline	1	Wheat
Almira Grain Growers, Inc.	Hanson	1	Wheat
Almira Grain Growers, Inc.	Hartline	4	Wheat, Barley
Almira Grain Growers, Inc.	Coulee City	3	Wheat
Almira Grain Growers, Inc.	Grand Coulee	1	Wheat
Basin Produce Co., Inc.	Moses Lake	1	Beans
Columbia Bean & Produce Co., Inc.	Wheeler	2	Beans, Grain
Columbia Producers, Inc.	Warden	2	Beans, Grain
Albert Dickinson Co. of the Columbia Basin	Moses Lake	1	Seed
Albert Dickinson Co. of the Columbia Basin	Quincy	1	Seed
Farmers Warehouse Company	Ephrata	1	Grain
Krupp Union Grain Co-op	Marlin	2	Wheat
Lawrence Warehouse Co.	Murphy's Corner	1	Beans
Lawrence Warehouse Co.	Quincy	2	Beans
Odessa Trading Co.	Ruff	3	Wheat
Odessa Trading Co.	Latah	1	Wheat
Odessa Union Warehouse Co-op	Ephrata	1	Wheat
Sun Basin Growers, Inc.	Wheeler	2	Beans, Grain
Sun Basin Growers, Inc.	Warden	1	Grain
Sun Basin Growers, Inc.	Quincy	2	Beans, Grain
Sun Basin Growers, Inc.	Royal City	1	Grain
Western Farmers Association	Moses Lake	1	Wheat
Western Farmers Association	Quincy	2	Wheat
Western Farmers Association	Trinidad	1	Wheat
Wilson Creek Union Grain & Trading Company	Wilson Creek	1	Wheat
Wilson Creek Union Grain & Trading Company	Stratford	1	Wheat
Total		42	

Source: State of Washington Department of Agriculture, Olympia.
Public Grain Warehouses Licensed for Period July 1, 1965 to June 30, 1966.

Processing and marketing facilities for crops grown on Grant County's newly developed irrigated areas have expanded rapidly in recent years. However, many cash crops now grown in commercial quantities are processed in other Columbia Basin cities or sent to processing establishments in other areas. As more farm land develops, more processing establishments are likely to locate within the area to be closer to sources of agricultural raw materials.

Marketing Livestock and Dairy Products

Only a small minority of the cattle fed on Columbia Basin Project lands are born in the county. Feedlot operators purchase their feeder animals from calf producers and from auction yards. Most of these animals come from ranches in the

Okanogan River Valley, the Kittitas Valley, the Blue Mountains, and west of the Cascades, while a third or less are shipped in from out of state.

Most feedlots are small operations run by farmers in conjunction with other farm activities. The relatively small number of commercial feeders, however, along with a few large farm feedlots, feed a majority of the cattle. Many feedlot cattle are in packer-owned lots and are marketed regularly throughout the year.

Most fed beef is sold as choice grade and consumed in the Puget Sound area, Spokane, and Portland. Most finished animals are bought from feedlots by packers in Ellensburg, Toppenish, Seattle, Tacoma, and Spokane. Remaining animals are sold through auctions at Quincy, Moses Lake, and at locations outside the county. Only one slaughter house operated in the county in 1965.

Dairy farmers now are selling proportionally more whole milk and less cream. Although local markets for whole milk have been increased by the growing urban population, a considerable volume is trucked to Spokane. Although the dairy industry has been expanding in the county, it has not yet reached a level sufficient to attract processing plants. Most butter, cheese, and other processed products used by county residents are brought in from outside the area.

Per capita egg consumption in the United States averages about 27 dozen per year. To meet this average, poultrymen in Grant County would have to produce about 1.3 million dozen eggs annually to feed the number of residents present in 1960. Sales in 1959, although triple those in 1954, amounted to about a third this figure. The majority of eggs and chickens consumed by county residents originates in other areas. Local poultry buyers are located in Moses Lake, Soap Lake, and Ephrata.

Value of Farm Products Sold

Income to Grant County farmers from sale of farm products has made quite spectacular gains; from \$9,004,317 in 1949, to \$22,487,884 in 1954, to \$38,638,732 in 1959. Revenue from all crops sold accounted for two-thirds of the 1959 income, as compared to one-third from sale of livestock and livestock products.

Crop sales increased over threefold in value during the same ten year period, from \$7,538,306 to \$18,066,587 to \$26,083,038. Field crops, the main source of Grant County agriculture, brought in 97 percent of the total crop value in 1959. The remaining 3 percent was from sale of fruits and nuts, vegetables, and horticultural specialty products.

Table 39. Value of Crops Marketed From Grant County Farms, 1959 ^{1/}

Crops Marketed	Amount Received by Farmers (dollars)	Percent of All Crops Sold
Fruits and nuts	253,644	1.0
Field crops other than vegetables, fruits and nuts	25,321,494	97.1
Vegetables	466,560	1.8
Horticultural specialty products	41,340	0.1
Total farm value of crops sold	26,083,038	100.0

^{1/} Data are based on reports for a sample of farms.

Source: U. S. Census of Agriculture, 1959

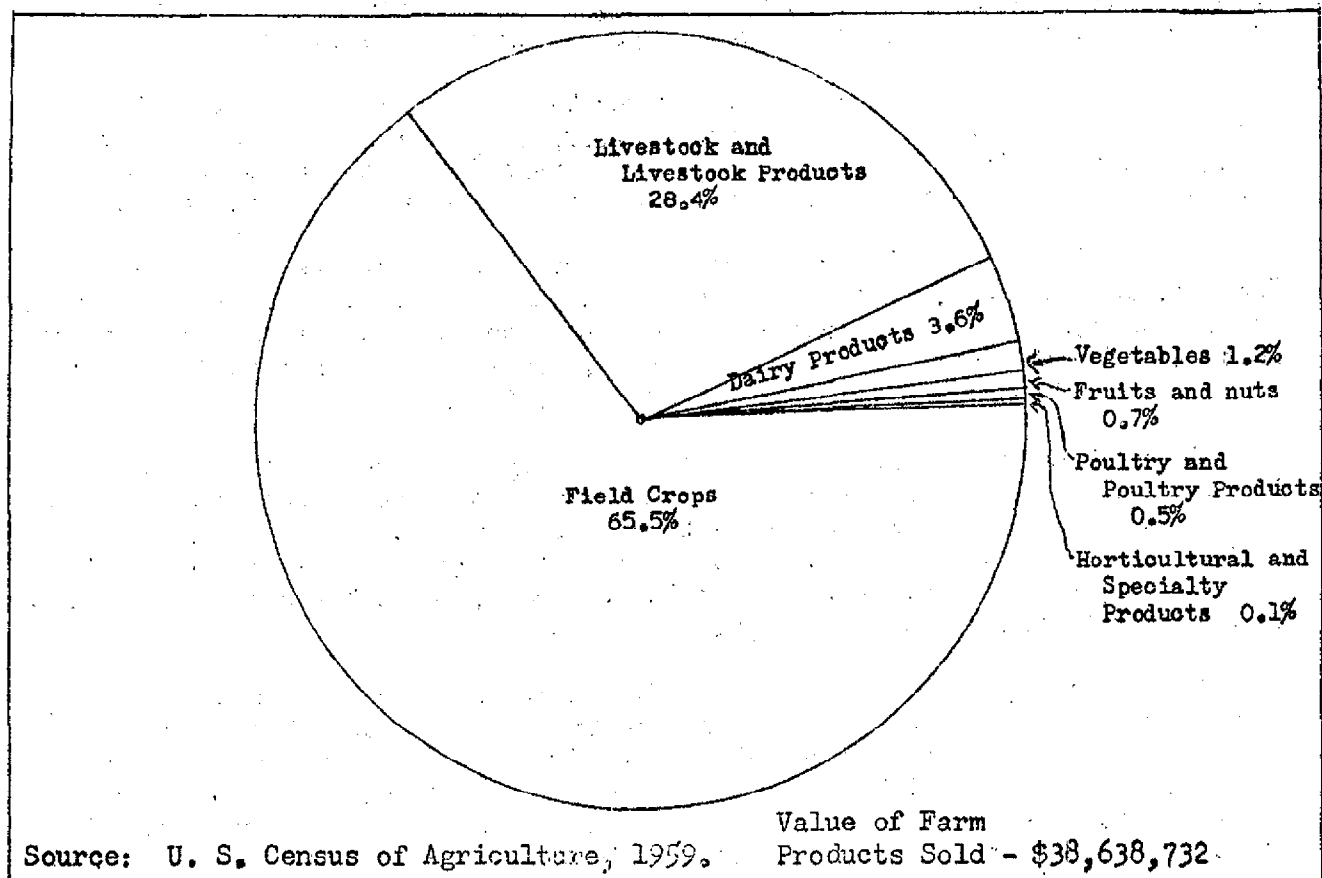


Figure 13. Relative Value of Farm Products Sold, Grant County, 1959

Table 40. Value of Livestock and Livestock Products Marketed From Grant County Farms, 1959 ^{1/}

Class of Livestock and Products Sold	Amount Received by Farmers (dollars)	Percent of Total Amount
Livestock and livestock products, other than poultry and dairy	10,956,527	87.3
Dairy products	1,406,268	11.2
Poultry and poultry products	192,899	1.5
Total farm value of livestock and livestock products sold	12,555,694	100.0

^{1/} Data are based on reports from a sample of farms.

Source: U. S. Census of Agriculture, 1959

Revenue from sale of livestock and livestock products increased at a faster rate than that from crop sales; from \$1,466,011 in 1949, to \$4,421,297 in 1954, to \$12,555,694 in 1959. This primarily reflects the rapid expansion in cattle feeding operations. Of the \$10,956,527 brought in from sale of livestock and livestock products other than dairy and poultry in 1959, \$9,782,044 came from cattle and calves sold live. Dairy product sales contributed \$1,406,268 and poultry and products \$192,899 in 1959.

Ninety percent of Grant County's farms were classed as commercial by the 1959 Census of Agriculture. Sixty percent sold over \$10,000 worth of farm products in 1959, and 12 percent sold products worth over \$40,000. Only 10 percent were in the noncommercial category--those earning from \$50 to \$2,499 from sale of farm products and operated on a part-time or retirement basis.

Table 41. Farms by Economic Class, Grant County, 1959

Economic Class	Value of Farm Products Sold (dollars)	Number of Farms ^{1/}	Percent of Total Estimated Farms in the County
<u>Commercial Farms:</u>			
Class I	40,000 and over	171	12.0
Class II	20,000 to 39,999	345	24.2
Class III	10,000 to 19,999	333	23.3
Class IV	5,000 to 9,999	286	20.0
Class V	2,500 to 4,999	122	8.5
Class VI ^{2/}	50 to 2,499	26	1.8
Total		1,283	89.8
<u>Non-commercial Farms:</u>			
Class VII (Part-time)	50 to 2,499	130	9.1
Class VIII (Part-Retirement) ^{3/}	50 to 2,499	15	1.1
Total		145	10.2

^{1/} Estimated from data for a sample of farms.

^{2/} Provided the farm operator was under 65 years of age and (1) off-farm work was less than 100 days annually, and (2) outside income was less than that from sale of farm products. If (1) or (2) did not apply, farm was called Class VII.

^{3/} Farm operator 65 years old or over.

Source: U. S. Census of Agriculture, 1959.

Farm Expenditures

As agricultural activity and income have expanded, expenses have done likewise. On the basis of a 20 percent sample taken by the Census of Agriculture, \$14,430,325 was spent by Grant County farmers in 1959 for buying and feeding livestock, machine hire, labor, petroleum products, seed, and planting stock. This equaled 37 percent of the income from sale of farm products.

Purchases of livestock and poultry totaled \$5,934,681, distributed among 660 farms. This far exceeded any other specified expense, and reflects the recent growth of cattle feeding operations. The next most costly items were hired labor and livestock feed, totaling \$2,450,364 and \$2,185,766, respectively. County farmers spent another \$1,773,828 for gasoline and other petroleum products, \$1,111,476 for seed and planting stock, and \$974,210 for machine hire.

Table 42. Specified Farm Expenditures in Grant County, 1959 1/

Type of Expenditure	Number of Farms	Expenditure for All Farms (dollars)	Average Per Farm (dollars)
Feed for livestock and poultry	826	2,185,766	2,646
Purchase of livestock and poultry	660	5,934,681	8,992
Machine hire	894	974,210	1,090
Hired labor	976	2,450,364	2,511
Gasoline and other petroleum fuel and oil	1,392	1,773,828	1,274
Seeds, bulbs, trees, and plants	900	1,111,476	1,235
Total expenditures		14,430,325	

1/ Data are based on reports for only a sample of farms.

Source: U. S. Census of Agriculture, 1959.

Fertilizer and Lime

Fertilizer was applied in the amount of 19,365 tons to 154,720 acres, or 14 percent of Grant County's farmland, in 1959. Wheat received 3,440 tons, more than any other individual crop. Per acre applications for wheat, however, were lower than for other crops. Rates for sugar beets, at an average of 685 pounds per acre, were higher than for any other crop. Most fertilizer is spread in dry form. The natural alkalinity of these semi-arid soils makes addition of lime unnecessary.

Table 43. Use of Commercial Fertilizer on Cropland and Pasture, Grant County, 1959 1/

Type of Land Fertilized	Number of Farms	Acres Fertilized		Amount and Type			
		Total	Percent of Total	Liquid (tons)	Dry (tons)	Total (tons)	Total Per Acre (pounds)
Fertilizer:	1,092	154,720	100.0	5,300	14,065	19,365	250
Hay and cropland pasture	335	10,954	7.1	278	675	953	174
Other pasture	114	2,664	1.7	34	250	284	213
Wheat	785	61,236	39.6	1,605	1,835	3,440	112
Barley	209	8,011	5.2	169	483	652	163
Sugar beets	240	6,403	4.1	502	1,693	2,195	685
Other crops	812	65,452	42.3	2,712	9,129	11,841	362

1/ Data are based on reports from a sample of farms.

Source: U. S. Census of Agriculture, 1959.

References

Clark, Coleman and Rupeiks, Inc., Seattle. 1965. The Economic Prospects of the Moses Lake Area. A report prepared for the city of Moses Lake, Washington.

Table 44. Number of Farms, Land in Farms and Value of Livestock and Crops Sold Off Farms, Washington Counties - 1959

County	Number of Farms	All Land in Farms (acres)	Value of all Crops Sold Off Farms (dollars)	Value of all Livestock and their Products Sold Off Farms (dollars)
Adams	786	1,076,960	21,055,532	3,547,300
Asotin	325	364,405	2,589,582	1,179,464
Benton	1,281	562,809	12,912,165	3,958,996
Chelan	1,636	215,646	16,877,563	660,083
Clallam	724	68,739	706,055	2,858,512
Clark	2,778	188,479	3,020,725	8,222,499
Columbia	333	359,134	9,778,027	1,148,786
Cowlitz	1,014	80,176	1,022,291	2,808,884
Douglas	935	1,012,561	12,985,276	1,067,743
Ferry	283	298,247	396,384	931,057
Franklin	742	590,027	10,305,160	3,596,711
Garfield	274	344,094	6,871,789	898,109
Grant	1,497	1,075,642	26,083,038	12,555,694
Grays Harbor	896	99,529	924,067	2,639,777
Island	493	38,702	515,863	1,909,572
Jefferson	266	35,123	212,568	758,107
King	2,952	114,719	6,240,212	14,298,190
Kitsap	906	29,776	437,819	1,374,547
Kittitas	905	50,035	2,961,833	10,945,370
Klickitat	741	965,644	3,859,102	3,083,797
Lewis	2,230	275,012	1,893,636	7,935,581
Lincoln	959	1,422,981	21,035,259	3,253,383
Mason	328	35,518	202,594	728,250
Okanogan	1,762	2,048,406	10,681,584	5,723,537
Pacific	499	53,348	819,224	1,086,617
Pend Oreille	366	124,239	265,001	1,222,488
Pierce	2,535	153,363	4,928,685	10,850,000
San Juan	209	45,707	91,694	595,403
Skagit	1,740	141,770	6,722,958	9,167,984
Skamania	177	20,177	283,595	259,736
Snohomish	2,919	148,604	2,788,695	12,899,240
Spokane	2,990	822,008	15,091,158	8,403,816
Stevens	1,608	803,776	3,836,457	5,676,015
Thurston	1,220	142,170	1,952,408	5,836,930
Wahkiakum	302	26,299	174,415	1,052,642
Walla Walla	981	822,729	19,957,499	4,228,801
Whatcom	3,151	185,045	3,943,630	17,706,625
Whitman	1,824	1,485,709	43,632,434	7,398,484
Yakima	6,010	1,884,694	75,760,207	32,919,536
State Total	51,577	18,716,972	353,816,184	215,388,266

Source: U. S. Census of Agriculture, 1959.